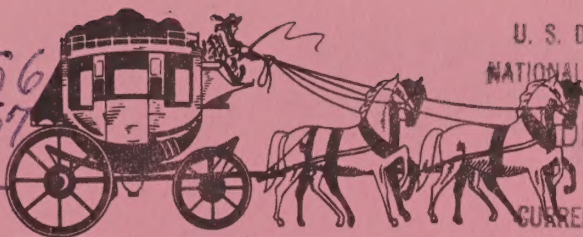


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CURRENT SERIAL RECORDS

NODAK CROP INSURANCE

FARGO, NORTH DAKOTA

UNITED STATES DEPARTMENT OF AGRICULTURE

1964 Edition No. 5

NEWS

February 7, 1964

SALES - Between now and the end of the sales period you will receive a report from each District Director in the state. Our first report is from A. P. Jorgensen, Director of the Northwest District, his report is as follows:

"Sales, sales, sales * The all agent district in northwestern North Dakota is a very busy place. Word is going out, or soon will, to farmers via all means of advertising----radio, TV, newspaper, letters, cards. The biggest, most expensive, advertising program ever attempted in a district will soon be in full force."

"With a pledge from all seven agents of 2200 crop sales in the District for 1964 - it will take many personal contacts to fulfill this goal. I have all the confidence that the nation's biggest premium earning district has the sales force that is capable of doing this big job ahead."

"Let's all of us work for the spot as No. 1 premium earning State in the Nation again (Minnesota had this place in 1963). I'm confident it can and will be done."

Art concluded his report with some good advice. Hard work is the only way that we can hope to reach our objective.

The sales reports for the past two weeks have been very discouraging. We cannot replace our cancellations and meet our sales quota unless sales activity is sharply increased.

Hub Fulton's 17 sales is tops for the week. Jack Miller is a close second with 16. Floyd Brudevold leads in net acres with 2452. This week all of the leaders are in Piehl's district.

ABJ

1884. 7. 20. 1884.

STATUS OF 1964 SALES CAMPAIGN AS OF 1-31-64

County	Crops Sold This Week	Net Acres Sold	Crops Sold To Date	Net Acres To Date	Crops Canc. To Date	Acres Lost To Date	Crops Gained or Lost	Net Acres Gained or Lost
<u>PIEHL'S DISTRICT</u>								
Barnes	9	2,452	60	12,179	93	4,641	-33	+7,538
*Cass	13	725	21	1,385	334	9,749	-313	-8,364
Dickey	8	356	37	3,425	121	2,448	-84	+977
Griggs	0	0	1	200	40	1,797	-39	-1,597
LaMoure	7	870	54	4,791	111	3,636	-57	+1,155
Ransom	2	190	14	1,538	63	1,631	-49	-93
Richland	17	526	125	5,108	173	7,859	-48	-2,751
Sargent	0	0	102	3,843	145	4,348	-43	-505
Steele	0	0	5	999	54	2,704	-49	-1,705
Stutsman	16	1,020	146	10,524	97	4,531	+49	+5,993
Trail	0	0	32	1,235	143	5,965	-111	-4,730
TOTALS	72	6,139	597	45,227	1,374	49,309	-777	-4,082
<u>THEXTON'S DISTRICT</u>								
Benson	0	0	3	370	78	3,780	-75	-3,410
Cavalier	0	0	19	2,257	49	3,059	-30	-802
*Eddy	0	0	2	300	21	744	-19	-444
Foster	4	460	4	460	46	625	-42	-165
Grand Forks	4	100	26	1,862	127	3,629	-101	-1,767
Nelson	0	0	1	50	53	2,569	-52	-2,519
Pembina	0	0	20	1,081	77	1,766	-57	-685
*Ramsey	0	0	45	5,960	98	4,985	-53	+975
Towner	0	0	1	45	51	3,600	-50	-3,555
Walsh	5	163	29	1,336	98	2,314	-69	-978
TOTALS	13	723	150	13,721	698	27,071	-548	-13,350
<u>ALL DISTRICTS</u>								
Jorgensen	36	2,194	413	33,972	1,184	91,161	-771	-57,189
Markel	2	120	260	25,232	324	25,605	-64	-373
Olson	36	3,105	722	49,912	576	30,919	+146	+18,993
Piehl	72	6,139	597	45,227	1,374	49,309	-777	-4,082
Thexton	13	723	150	13,721	698	27,071	-548	-13,350
TOTALS	159	12,281	2,142	168,064	4,156	224,065	-2,014	-56,001

Category	Sub-category	Item	Value	Unit	Notes
Category 1	Sub-category 1	Item 1.1	100.00	100.00	100.00
		Item 1.2	200.00	200.00	200.00
		Item 1.3	300.00	300.00	300.00
		Item 1.4	400.00	400.00	400.00
		Item 1.5	500.00	500.00	500.00
		Item 1.6	600.00	600.00	600.00
		Item 1.7	700.00	700.00	700.00
		Item 1.8	800.00	800.00	800.00
		Item 1.9	900.00	900.00	900.00
		Item 1.10	1000.00	1000.00	1000.00
Category 2	Sub-category 2	Item 2.1	100.00	100.00	100.00
		Item 2.2	200.00	200.00	200.00
		Item 2.3	300.00	300.00	300.00
		Item 2.4	400.00	400.00	400.00
		Item 2.5	500.00	500.00	500.00
		Item 2.6	600.00	600.00	600.00
		Item 2.7	700.00	700.00	700.00
		Item 2.8	800.00	800.00	800.00
		Item 2.9	900.00	900.00	900.00
		Item 2.10	1000.00	1000.00	1000.00
Category 3	Sub-category 3	Item 3.1	100.00	100.00	100.00
		Item 3.2	200.00	200.00	200.00
		Item 3.3	300.00	300.00	300.00
		Item 3.4	400.00	400.00	400.00
		Item 3.5	500.00	500.00	500.00
		Item 3.6	600.00	600.00	600.00
		Item 3.7	700.00	700.00	700.00
		Item 3.8	800.00	800.00	800.00
		Item 3.9	900.00	900.00	900.00
		Item 3.10	1000.00	1000.00	1000.00
Category 4	Sub-category 4	Item 4.1	100.00	100.00	100.00
		Item 4.2	200.00	200.00	200.00
		Item 4.3	300.00	300.00	300.00
		Item 4.4	400.00	400.00	400.00
		Item 4.5	500.00	500.00	500.00
		Item 4.6	600.00	600.00	600.00
		Item 4.7	700.00	700.00	700.00
		Item 4.8	800.00	800.00	800.00
		Item 4.9	900.00	900.00	900.00
		Item 4.10	1000.00	1000.00	1000.00
Category 5	Sub-category 5	Item 5.1	100.00	100.00	100.00
		Item 5.2	200.00	200.00	200.00
		Item 5.3	300.00	300.00	300.00
		Item 5.4	400.00	400.00	400.00
		Item 5.5	500.00	500.00	500.00
		Item 5.6	600.00	600.00	600.00
		Item 5.7	700.00	700.00	700.00
		Item 5.8	800.00	800.00	800.00
		Item 5.9	900.00	900.00	900.00
		Item 5.10	1000.00	1000.00	1000.00
Category 6	Sub-category 6	Item 6.1	100.00	100.00	100.00
		Item 6.2	200.00	200.00	200.00
		Item 6.3	300.00	300.00	300.00
		Item 6.4	400.00	400.00	400.00
		Item 6.5	500.00	500.00	500.00
		Item 6.6	600.00	600.00	600.00
		Item 6.7	700.00	700.00	700.00
		Item 6.8	800.00	800.00	800.00
		Item 6.9	900.00	900.00	900.00
		Item 6.10	1000.00	1000.00	1000.00
Category 7	Sub-category 7	Item 7.1	100.00	100.00	100.00
		Item 7.2	200.00	200.00	200.00
		Item 7.3	300.00	300.00	300.00
		Item 7.4	400.00	400.00	400.00
		Item 7.5	500.00	500.00	500.00
		Item 7.6	600.00	600.00	600.00
		Item 7.7	700.00	700.00	700.00
		Item 7.8	800.00	800.00	800.00
		Item 7.9	900.00	900.00	900.00
		Item 7.10	1000.00	1000.00	1000.00
Category 8	Sub-category 8	Item 8.1	100.00	100.00	100.00
		Item 8.2	200.00	200.00	200.00
		Item 8.3	300.00	300.00	300.00
		Item 8.4	400.00	400.00	400.00
		Item 8.5	500.00	500.00	500.00
		Item 8.6	600.00	600.00	600.00
		Item 8.7	700.00	700.00	700.00
		Item 8.8	800.00	800.00	800.00
		Item 8.9	900.00	900.00	900.00
		Item 8.10	1000.00	1000.00	1000.00
Category 9	Sub-category 9	Item 9.1	100.00	100.00	100.00
		Item 9.2	200.00	200.00	200.00
		Item 9.3	300.00	300.00	300.00
		Item 9.4	400.00	400.00	400.00
		Item 9.5	500.00	500.00	500.00
		Item 9.6	600.00	600.00	600.00
		Item 9.7	700.00	700.00	700.00
		Item 9.8	800.00	800.00	800.00
		Item 9.9	900.00	900.00	900.00
		Item 9.10	1000.00	1000.00	1000.00
Category 10	Sub-category 10	Item 10.1	100.00	100.00	100.00
		Item 10.2	200.00	200.00	200.00
		Item 10.3	300.00	300.00	300.00
		Item 10.4	400.00	400.00	400.00
		Item 10.5	500.00	500.00	500.00
		Item 10.6	600.00	600.00	600.00
		Item 10.7	700.00	700.00	700.00
		Item 10.8	800.00	800.00	800.00
		Item 10.9	900.00	900.00	900.00
		Item 10.10	1000.00	1000.00	1000.00

County	Crops Sold This Week	Net Acres Sold	Crops Sold To Date	Net Acres To Date	Crops Gained To Date	Acres Lost To Date	Crops Gained or Lost	Net Acres Gained or Lost
JORGENSEN'S DISTRICT								
Bottineau	3	104	20	946	104	7,748	-84	-6,802
Burke	5	658	7	871	43	4,375	-36	-3,504
Divide	2	125	13	844	68	5,448	-55	-4,604
McHenry	8	235	102	7,886	128	6,307	-26	+1,579
McLean	0	0	34	2,460	153	12,143	-119	-9,683
Mountain	2	70	97	7,066	61	4,926	+36	+2,140
Pierce	0	0	3	484	93	21,564	-90	-21,080
Renville	2	60	6	510	69	4,689	-63	-4,179
Rollette	2	137	24	2,125	90	4,781	-66	-2,656
Ward	10	675	91	10,161	211	12,624	-120	-2,463
Williams	2	130	16	619	164	6,556	-148	-5,937
TOTALS	36	2,194	413	33,972	1,184	91,161	-771	-57,189

MARKEL'S DISTRICT								
*Adams	0	0	16	3,081	38	5,331	-22	-2,250
*Bowman	0	0	32	5,118	25	2,481	+7	+2,637
*Dunn	0	0	129	9,434	43	3,600	+86	+5,834
Golden Valley	1	50	2	120	15	1,387	-13	-1,267
Grant	1	70	22	982	26	1,765	-4	-783
*Hettinger	0	0	4	360	56	2,678	-52	-2,318
*McKenzie	0	0	5	585	24	2,697	-19	-2,112
*Slope	0	0	23	3,646	5	788	+18	+2,858
*Stark	0	0	27	1,906	92	4,878	-65	-2,972
TOTALS	2	120	260	25,232	324	25,605	-64	-373

OLSON'S DISTRICT								
Burleigh	6	745	122	7,937	143	6,649	-21	+1,288
Emmons	3	111	87	6,501	23	1,081	+64	+5,420
Kidder	2	90	226	13,628	23	1,183	+203	+12,445
*Logan	2	393	169	11,988	35	2,084	+134	+9,904
McIntosh	No Report		33	3,159	25	795	+8	+2,364
Mercer	No Report		3	430	8	337	-5	+93
*Morton	0	0	19	1,780	124	8,166	-105	-6,386
Oliver	1	66	9	446	33	1,273	-24	-827
Sheridan	7	405	13	886	82	4,685	-69	-3,799
*Sioux	0	0	1	88	11	629	-10	-541
Wells	15	1,295	40	3,069	69	4,037	-29	-968
TOTALS	36	3,105	722	49,912	576	30,919	+146	+18,993

WHAT FIELDMEN HAVE DONE AS OF 1/31/64

Fieldmen	Crops Sold For Week Service Co. Agent Co.	Est. Prem. For Week	Net Acres Sold	Crops Sold To Date Service Co. Agent Co.	Est. Prem. To Date	Net Acres To Date
Decker	Not Working			52	\$13,902	6,180
Kemmet	Working for agent			30	6,492	3,380
Krebs	Not Working			5	1,350	560
Kubischta	2	474	220	115	21,377	9,875
Naas	Not Working			23	4,238	2,671
Heuer	12	2,959	1,715	12	2,959	1,715
Neff	Not Working			19	14,009	7,797
Reis	0	2,386	1,206	159	23,922	13,383
Sparrow	6	1,131	780	52	12,507	7,269
Stoltz	1	32	16	55	12,849	5,698
Thorenson	0	1,000	590	0	8,016	6,161
Twete	0	0	0	0	1,017	914
Van Ornum	19	1,289	612	25	2,206	1,107

Heuer working in Cass County had an excellent week with 12 crop sales, \$2,959 in premium and 1,715 net acres.

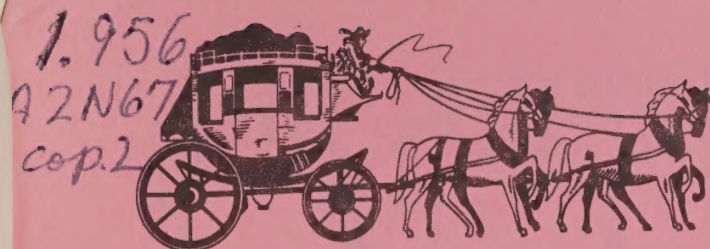
Van Ornum also working in Cass sold 19 crops with \$1,289 in premium.

Reis working with an agent participated in 15 crop sales with \$2,386 in premium.

ANNUAL REPORT OF THE COMMISSIONER OF THE LAND OFFICE

Item	Quantity	Value	Remarks
Land	1000	1000	
Buildings	50	50	
Tools	10	10	
Supplies	20	20	
Salaries	100	100	
Travel	50	50	
Repairs	10	10	
Interest	10	10	
Depreciation	10	10	
Other	10	10	
Total	1400	1400	

The following is a summary of the work done during the year. The land office has been very busy in the past year, and has accomplished much of its work. The land office has been very busy in the past year, and has accomplished much of its work. The land office has been very busy in the past year, and has accomplished much of its work.



NODAK CROP INSURANCE

FARGO, NORTH DAKOTA

U. S. DEPT. OF AGRICULTURE
UNITED STATES DEPARTMENT OF AGRICULTURE

NEWS

DEC 17 1964

CURRENT SERIAL RECORDS

1964 Edition No. 6

February 14, 1964

SALES -- Last week was the best to date with 357 sales and 27,012 acres.

Cass County was the crop sales leader with 32 but Mountrail was right behind with 31. Eddy County was the net acres sold leader with 2,794 followed by Cass with 2,235.

Piehl's District again was the overall leader with 128 sales and 10,829 acres. It looks like this District is challenging Jorgensen's District as to the biggest premium earning. It will be interesting to see the outcome.

We gained 29,330 net acres for the week. With the sales campaign picking up momentum, next week's report should show the State in the plus column for acres sold and really beginning to meet the quota.

Three Districts (Markel's, Olson's, and Piehl's) are now in the plus column.

ACCOUNTS - Please complete your reconciling of accounts as soon as possible.

Special note to Cass, Richland and Traill - your accounts didn't reach us yet but we expect them in a few days.

It is important that our collection efforts are not relaxed. March 31 is not too far away. Let's keep the number of terminations as low as we can.

H. G. Schouderger

STATUS OF 1964 SALES CAMPAIGN AS OF 2/7/64

County	Crops Sold This Week	Net Acres Sold	Crops Sold To Date	Net Acres To Date	Crops Canc. To Date	Acres Lost To Date	Crops Gained or Lost	Net Acres Gained or Lost
<u>PIEHL'S DISTRICT</u>								
Barnes	9	2,123	69	14,302	95	4,641	-26	+9,661
*Cass	32	2,235	53	3,620	333	9,706	-280	-6,086
Dickey	14	829	51	4,254	121	2,448	-70	+1,806
Griggs	0	0	1	200	40	1,797	-39	-1,597
LaMoure	15	1,209	69	6,000	111	3,636	-42	+2,364
Ransom	1	369	25	1,907	63	1,631	-38	+276
Richland	18	879	143	5,997	182	8,710	-39	-2,713
Sargent	8	355	110	4,198	145	4,348	-35	-150
Steele	1	800	6	1,799	54	2,704	-48	-905
Stutsman	9	530	155	11,524	97	4,531	+58	+6,993
Trail	21	1,500	53	2,735	143	5,965	-90	-3,230
TOTALS	128	10,829	735	56,536	1,384	50,117	-649	+6,419
<u>THEXTON'S DISTRICT</u>								
Benson	0	0	3	370	80	3,951	-77	-3,581
Cavalier	3	76	32	2,663	46	1,843	-14	+820
*Eddy	28	2,794	30	3,094	21	744	+9	+2,350
Foster	12	1,255	16	1,715	46	625	-30	+1,090
Grand Forks	17	825	43	2,687	127	3,629	-84	-942
Nelson	9	765	10	815	53	2,569	-43	-1,754
Pembina	3	228	23	1,309	77	1,766	-54	-457
*Ramsey	0	0	45	5,960	98	4,985	-53	+975
Towner	0	0	1	45	51	3,600	-50	-3,555
Walsh	10	633	39	1,969	98	2,314	-59	-345
TOTALS	82	6,576	242	20,627	697	26,026	-455	-5,399
<u>ALL DISTRICTS</u>								
Jorgensen	90	5,499	501	39,410	1,177	90,020	-676	-50,610
Markel	21	1,966	281	27,544	324	25,605	-43	+1,939
Olson	36	2,142	760	52,054	576	31,074	+184	+20,980
Piehl	128	10,829	735	56,536	1,384	50,117	-649	+6,419
Thexton	82	6,576	242	20,627	697	26,026	-455	-5,399
TOTALS	357	27,012	2,519	196,171	4,158	222,842	-1,639	-26,671

*Service Agent Counties

County	Crops Sold This Week	Net Acres Sold	Crops Sold To Date	Net Acres To Date	Crops C _{unc} . To date	Acres Lost To Date	Crops Gained or Lost	Net Acres Gained or Lost
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JORGENSEN'S DISTRICT

Bottineau	1	12	21	958	104	7,748	-83	-6,790
Burke	3	170	10	1,041	43	4,375	-33	-3,334
Divide	1	40	14	884	64	4,914	-50	-4,030
McHenry	4	244	106	8,130	128	6,307	-22	+1,823
McLean	17	1,380	51	3,840	153	12,143	-102	-8,303
Mountain	31	1,767	128	8,833	61	4,926	+67	+3,907
Pierce	0	0	3	484	95	22,081	-92	-21,597
Renville	No report		4	450	67	4,570	-63	-4,120
Rolette	19	1,116	43	3,241	90	4,781	-47	-1,540
Ward	13	750	104	10,910	211	12,624	-107	-1,714
Williams	1	20	17	639	161	5,551	-144	-4,912
TOTALS	90	5,499	501	39,410	1,177	90,020	-676	-50,610

MARKEL'S DISTRICT

*Adams	0	0	16	3,081	38	5,331	-22	-2,250
*Bowman	0	0	32	5,118	25	2,481	+7	+2,637
*Dunn	5	16	134	9,796	43	3,600	+91	+6,196
Golden Valley	8	1,043	10	1,163	15	1,387	-5	-224
Grant	0	0	22	982	26	1,765	-4	-783
*Hettinger	1	75	5	435	56	2,678	-51	-2,243
McKenzie	3	405	8	990	24	2,697	-16	-1,707
*Slope	0	0	23	3,646	5	788	+18	+2,858
*Stark	4	427	31	2,333	92	4,878	-61	-2,545
TOTALS	21	1,966	281	27,544	324	25,605	-43	+1,939

OLSON'S DISTRICT

Burleigh	3	126	125	8,063	143	6,649	-18	+1,414
Emmons	11	580	99	7,081	23	1,081	+76	+6,000
Kidder	2	120	228	13,748	23	1,183	+205	+12,565
*Logan	0	0	169	11,988	35	2,084	+134	+9,904
McIntosh	No report		33	3,159	25	795	+8	+2,364
Mercer	2	87	5	517	8	337	-3	+180
*Morton	0	0	19	1,780	124	8,166	-105	-6,386
Oliver	14	1,009	24	1,455	33	1,273	-9	+182
Sheridan	4	220	17	1,106	82	4,840	-65	-3,734
*Sioux	0	0	1	88	11	629	-10	-541
Wells	0	0	40	3,069	69	4,037	-29	-968
TOTALS	36	2,142	760	52,054	576	31,074	+184	+20,980

WHAT FIELDMEN HAVE DONE AS OF 2/7/64

Fieldmen	Crops Sold For Service Co.	Week Agent Co.	Est. Prem. For Week	Net Acres Sold	Crops Sold To Service Co.	Date Agent Co.	Est. Prem. To Date	Net Acres To Date
Decker	Not Working	16	2,099	1,193	52	0	\$13,902	6,180
Kemmet	0				30	58	8,591	4,573
Krebs	Not Working	6	1,224	572	5	0	1,350	560
Kubischta	0	12	1,928	1,253	115	6	22,601	10,447
Naas	0				23	12	6,166	3,924
Heuer	0	0	0	0	12	0	2,959	1,715
Nelf	Not Working				19	107	14,009	7,797
Reis	Working for agent	0			159	36	23,922	13,383
Sparrow	22	3	3,404	2,114	74	0	15,911	9,383
Stoltz	0		822	405	55	3	13,671	6,103
Thorenson	Working for Agent				0	80	8,016	6,161
Twete	0	21	1,820	1,580	0	27	2,837	2,494
Van Ornum	3	0	570	305	28	0	2,776	1,412

Joe Sparrow working in Eddy, a service county, had a top week with 22 crop sales covering 3,404 net acres.

Twete working with agent Frankfurth in Traill County participated in 21 sales covering 1,820 acres.

Kemmet and Naas also had good results while working with agents in their areas.

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NODAK CROP INSURANCE

FARGO, NORTH DAKOTA

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UNITED STATES DEPARTMENT OF AGRICULTURE

DEC 17 1964

NEWS

1964 Edition No. 7

CURRENT SERIAL RECORDS

February 20, 1964

SALES - This week District Director Gordon Markel contributes the following:

"Our nice, balmy, beautiful North Dakota Chamber of Commerce weather makes one wonder where the Winter went. And surprisingly, in not too many weeks from now, we'll probably all be wondering where the time went. We will all be wishing we could have "a few more days" to take care of that unfinished work that always seems to be there. And also, at that time---the close of Spring sales for '64, BUT THE START FOR '65 -- we will all be analyzing the final results of the sales effort, primarily, for 1964. Where do we stand?"

"North Dakota once again had established a crops and acreage goal which, surpassed, would keep it at the head of the field as far as protection for the American Farmer is concerned. By now, I believe all of you working on sales have been told of the desired minimum goals for the State, District or your Counties. What you might like to shoot for as a maximum is, of course, up to you. But with the sales activity picking up as it is, I am sure that in a short time, achievement of the goals will be accomplished, and then to exceed them will be the by-word. In our area, it seems that indebtedness cases are much greater this year, so we'll be trying to concentrate on that important part of our work, too, in order to keep the terminations and lost acreage down to a minimum."

"I can't recall any other year since I've worked with Crop Insurance that such an intensive State-wide promotional campaign has been carried on during the main sales drive. I'm sure that the "Lil Tractor" ditty is going to be as familiar to Mr. Farmer as will the Beatles to the teen-agers. Now, if we could have just gotten the Beatles to do "Lil Tractor", imagine our exposure and acceptance. Seriously, however, all the many forms of promotional material and efforts used are good and necessary as part of the whole picture and the generous contribution you agents have made with your advertising - ingenuity as well as money - is to be admired. But of course, and you know this, the payoff comes only after the personal contacts --- lots of 'em ---are made to close the sale. Knowing the caliber of you people that are working on this big selling job, it's safe to assume the contacts will be made. At the last Director's meeting in Fargo, mention was made that some agents, using short, personal letters together with indicating the coverage and rate information on the contact card, were getting satisfactory results in the way of several signed applications from out-of-the-county operators or owners. This is another big prospect area that sometimes gets overlooked in our endeavor to concentrate on the local man."

"Well, I think I've said enough for one sitting, both yours and mine. Now you can get on with the reading of the vital sales, acres and premium sold statistics. Since more plus counties are showing up each week, these figures are becoming all the more pleasant."

"Art Jorgensen pointed out in his remarks to you a few issues ago that North Dakota is being pushed by some neighbors, and some other distant relatives, for "Head of the Household" distinction in the Crop Insurance family. But we know that a continual, hard-working effort on the part of all of us should prove to them that this State will be hard to unseat."

"My best wishes to "My Guys", and all the rest of you, for a very successful, prosperous sales drive."

FROM THE STATE OFFICE - Every county report reached us by Wednesday. The first week that we have reached 100% and the first time this early in the week. Congratulations and keep it up.

Sales for the week were very disappointing with only 208 crops and 17,113 acres. We failed to go into the plus on acres gained for the State and Thexton's District failed to join the other plus Districts. We hope that next week will more than make up for the poor one we have just experienced.

Piehl's District led again with 73 sales and 5,983 acres.

Hub Fulton's 17 sales were the best, followed by Ray Stroh's 15 in Ransom County. Hub also led in acres with 1,616 followed by George Opland in McLean with 1,373.

ACCOUNTS - We quote from a recent report to the field by the Washington Office:

"The analysis of Premium accounts and collections, dated January 22, 1964, reveals some important facts worthy of special note."

"For the period ending December 31, 1963, the Corporation had collected 9% less of its current accounts than it had on the same date one year ago. A greater effort must be put forth on this all-important function if we are to match or surpass our previous year's performance."

"Seven states, however, did surpass their last year's collection performance. They are: Massachusetts up 15%; Michigan up 10%; Alabama up 8%; South Carolina up 4%; Ohio up 2%; Minnesota up 1%; and Tennessee up 1%."

"Five states were within one or two percentage points of their last year's record. Two states in this category have collected more than 90%. They are: Montana with 95% and Kansas with 91%."

"This is a clear indication that in spite of contract changes that might encourage some to delay their collection activity for a time, a high level of performance can be maintained. Every individual who is in any way involved in premium collection activity should begin immediately, on a state-by-state, county-by-county, and account-by-account basis, to take necessary steps to collect these accounts. Unless we do, we could be faced with a sizeable number of contract and crop terminations. Needless to say this can and must be avoided."

"It is also noted that many states have made extra effort to collect their prior year accounts, as evidenced by the fact that in this regard we have collected 8% more than one year ago. This is commendable and we must continue this emphasis. However, primary emphasis must, as always, be given to current accounts."

North Dakota was 7% behind last year on the date mentioned. We are pleased to see the number of accounts now being paid and hope that by March 31 your efforts will have resulted in an outstanding collection job and that we will again be among the leaders.

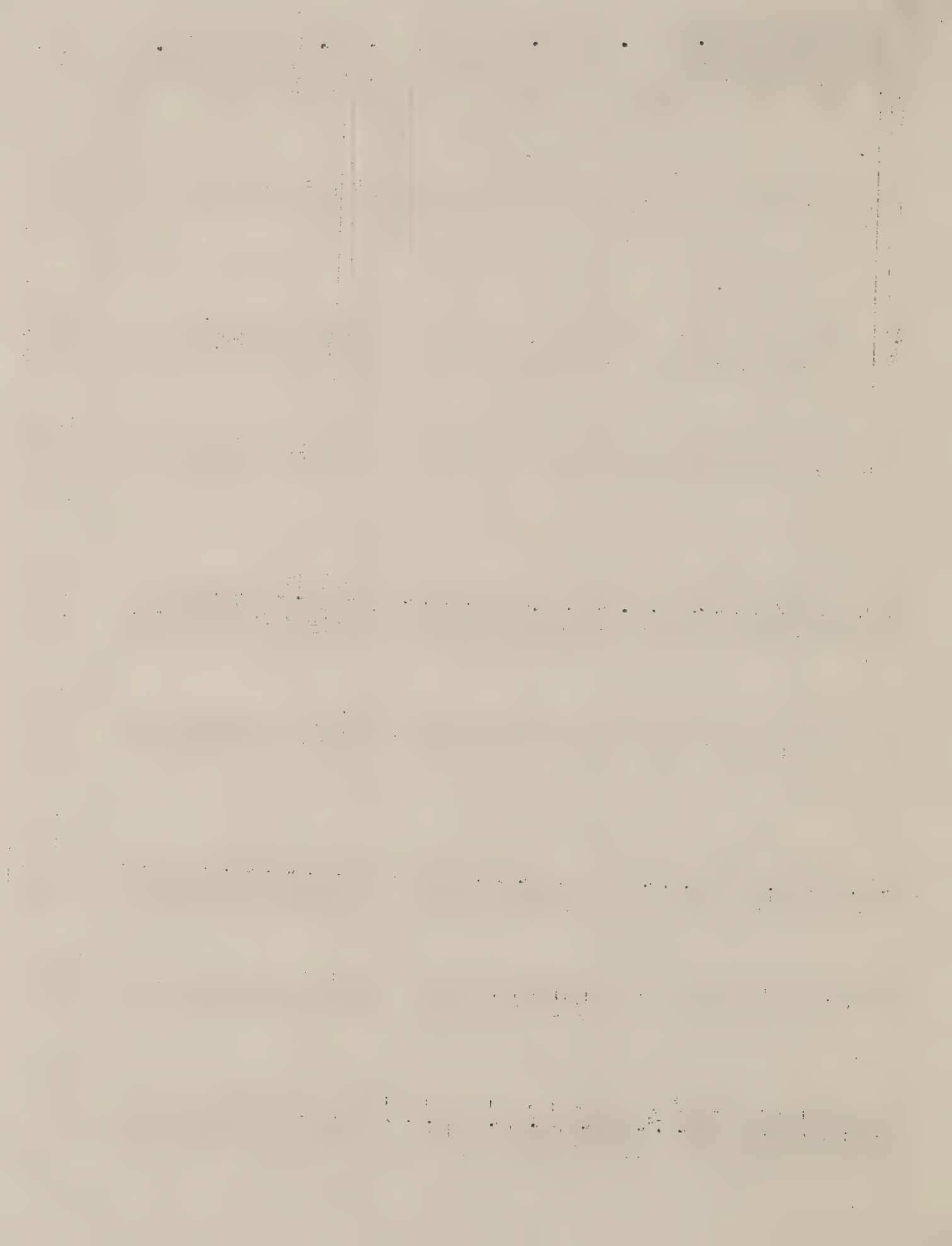
H. G. Scholinger

STATUS OF 1964 SALES CAMPAIGN AS OF 2/14/64

County	Crops Sold This Week	Net Acres Sold	Crops Sold To Date	Net Acres To Date	Crops Canc. To Date	Acres Lost To Date	Crops Gained or Lost	Net Acres Gained Or Lost
<u>PIEHL'S DISTRICT</u>								
Barnes	7	1,128	76	15,430	96	4,686	-20	+10,744
*Cass	4	275	57	3,895	333	9,706	-276	-5,811
Dickey	0	0	51	4,254	121	2,448	-70	+1,806
Griggs	5	473	6	673	40	1,797	-34	-1,124
LaMoure	14	1,185	83	7,185	111	3,636	-28	+3,549
Ransom	15	1,016	40	2,923	63	1,631	-23	+1,292
Richland	17	1,616	160	7,613	184	9,236	-24	-1,623
Sargent	3	30	113	4,228	144	4,085	-31	+143
Steele	0	0	6	1,799	54	2,704	-48	-905
Stutsman	7	190	162	11,714	97	4,531	+65	+7,183
Traill	1	70	54	2,805	143	5,965	-89	-3,160
TOTALS	73	5,983	808	62,519	1,386	50,425	-578	+12,094
<u>THEXTON'S DISTRICT</u>								
Benson	1	43	4	413	80	3,951	-76	-3,538
Cavalier	13	805	40	3,038	49	3,059	-9	-21
*Eddy	0	0	30	3,094	21	744	+9	+2,350
Foster	13	1,220	29	2,935	46	625	-17	+2,310
Grand Forks	6	410	49	3,097	127	3,629	-78	-532
Nelson	0	0	10	815	53	2,569	-43	-1,754
Pembina	0	0	23	1,309	77	1,766	-54	-457
*Ramsey	2	176	47	6,136	98	4,985	-51	+1,151
Towner	2	97	3	142	51	3,600	-48	-3,458
Walsh	2	55	41	2,024	98	2,314	-57	-290
TOTALS	39	2,806	276	23,003	700	27,242	-424	-4,239
<u>ALL DISTRICTS</u>								
Jorgensen	50	4,374	554	43,809	1,174	89,288	-620	-45,479
Markel	5	927	286	28,471	324	25,605	-38	+2,866
Olson	41	3,023	801	55,076	578	31,074	+223	+24,002
Piehl	73	5,983	808	62,519	1,386	50,425	-578	+12,094
Thexton	39	2,806	276	23,003	700	27,242	-424	-4,239
TOTALS	208	17,113	2,725	212,878	4,162	223,634	-1,437	-10,756

*Service Agent Counties.

Country	Crops Sold This Week	Net Acres Sold	Crops Sold To Date	Net Acres To Date	Crops Canc'd To Date	Acres Lost To Date	Crops Gained or Lost	Net Acres Gained or Lost
<u>JORGENSEN'S DISTRICT</u>								
Bottineau	1	17	22	975	104	7,748	-82	-6,773
Burke	0	0	10	1,041	43	4,375	-33	-3,334
Divide	2	60	16	944	60	4,545	-44	-3,601
McHenry	4	345	110	8,475	128	6,307	-18	+2,168
McLean	13	1,373	64	5,213	153	12,143	-89	-6,930
Mountain	10	765	138	9,598	61	4,926	+77	+4,672
Pierce	4	643	7	1,127	93	21,564	-86	-20,437
Renville	0	0	6	510	69	4,689	-63	-4,179
Rolette	3	335	46	3,541	90	4,781	-44	-1,240
Ward	10	725	114	11,635	212	12,659	-98	-1,024
Williams	4	111	21	750	161	5,551	-140	-4,801
TOTALS	50	4,374	554	43,809	1,174	89,288	-620	-45,479
<u>MARKELL'S DISTRICT</u>								
*Adams	0	0	16	3,081	38	5,331	-22	-2,250
*Bowman	0	0	32	5,118	25	2,481	+7	+2,637
*Dunn	0	0	134	9,796	43	3,600	+91	+6,196
Golden Valley	1	162	11	1,325	15	1,387	-4	-62
Grant	0	0	22	982	26	1,765	-4	-783
*Hettinger	0	0	5	435	56	2,678	-51	-2,243
*Kenzie	4	765	12	1,755	24	2,697	-12	-942
*Slope	0	0	23	3,646	5	788	+18	+2,858
*Stark	0	0	31	2,333	92	4,878	-61	-2,545
TOTALS	5	927	286	28,471	324	25,605	-38	+2,866
<u>OLSON'S DISTRICT</u>								
Burleigh	0	0	125	8,063	143	6,649	-18	+1,414
Emmons	14	1,048	113	8,129	23	1,081	+90	+7,048
Kidder	4	100	232	13,848	23	1,183	+209	+12,665
*Logan	2	60	171	12,048	35	2,084	+136	+9,964
*McIntosh	0	0	33	3,159	25	795	+8	+2,364
Mercer	8	671	13	1,188	8	337	+5	+851
*Morton	0	0	19	1,780	124	8,166	-105	-6,386
Oliver	11	994	35	2,449	33	1,273	+2	+1,176
Sheridan	2	150	19	1,255	84	4,840	-65	-3,585
*Sioux	0	0	1	88	11	629	-10	-541
Wells	0	0	40	3,069	69	4,037	-29	-968
TOTALS	41	3,023	801	55,076	578	31,074	+223	+24,002



WHAT FIELDMEN HAVE DONE AS OF 2/14/64

Fieldmen	Crops Sold For Service Co.	Week Agent Co.	Est. Prem For Week	Net Acres Sold	Crops Sold To Service Co.	Week Agent Co.	Est. Prem. To Date	Net Acres To Date
Decker	Not Working							
Jurgens	1	0	233	106	52	0	\$13,902	6,180
Kennet	0	11	1,635	985	1	0	233	106
Krebs	Not Working				30	69	10,226	5,558
Kubischta	1	0	150	65	5	0	1,350	560
					116	6	22,751	10,512
Naas	0	13	2,407	1,296	23	25	8,573	5,220
Heuer	2	0	168	120	14	0	3,127	1,835
Neff	Not Working				19	107	14,009	7,797
Reis	0	8	1,258	689	159	44	25,180	14,072
Sparrow	0	8	1,043	611	74	8	16,954	9,994
Stoltz								
Thorenson	3	0	476	206	58	3	14,147	6,309
Twete	working for Agent	6	910	675	0	80	8,016	6,161
Van Ornum	2	0	149	96	0	33	3,747	3,169
					30	0	2,925	1,508

Naas working with Agent Suckut in Foster County participated in 13 sales covering 1,296 acres.

Kennet working with Agent Baye in Oliver County participated in 11 sales covering 985 acres.

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FARGO, NORTH DAKOTA

UNITED STATES DEPARTMENT OF AGRICULTURE

CURRENT SERIAL RECORDS

1964 Edition No. 8

February 28, 1964

NODAK CROP INSURANCE NEWS

SALES - This week District Director Howard Piehl contributes the following:

"Once again time is running short. That newspaper advertising cannot wait any longer. Plans for materials notifying prospects of the deadline for accepting applications should be completed."

"Each one of the premium due accounts that are not collected by March 31, will cut deeply into the net acre increase for your county."

"North Dakota has gone over the top on sales many times and we can do it again."

"The agents of the Southeast District are sponsoring their first joint TV advertising campaign. A total of 96 one minute commercials, sponsoring noon-day news or weather, during January, February and March. Many favorable comments from both farmers and business men have come to us. Also the agents are sponsoring a booth at the Valley City Winter Show, March 6 through March 13, with agents helping each day during the show. A special invitation to all of you to drop in on us."

"Why not make a call on that fellow who keeps knocking Federal Crop Insurance - remember - the best way to eliminate our enemies is to make them our friends."

STATE OFFICE COMMENTS - We are happy to report that the State is in the plus column on net acres sold. Also, Thexton's District came through this week and "Red" joins the "plus" group of Directors. Congratulations.

Thexton's District was tops in sales with 64 while Jorgensen's led in net acres with 5,798.

Eddy County with 20 sales was the crop sales leader followed by Mountrail with 19. Mountrail led in acres with 1,950 and Eddy was second with 1,782.

We expect the sales tempo to speed up now as we get into the final month of the 1964 sales campaign.

PAMPHLETS - All orders have been filled. If any request was not filled it means that the pamphlets ordered are obsolete or no longer available. We are stocking only "What Is Your Wheat Crop Really Worth", "Investment, Insurance, Income" and "Protect Your Investment With Crop Insurance".

PLEASE CORRECT - your listing of agents to show a change for Eddy County. This is a service county.

James F. Johnson, FCIC Agent
Box 666
New Rockford, North Dakota 58356

Phone Wh 7-2976

COLLECTIONS - Keep making them. We need every crop in force that can be kept in force. Work these contacts in with your sales work.

WE REGRET - to report that Carl Rud, who was our agent in Steele County from the beginning of the agency system until his retirement on January 1, 1964, passed away recently.

H. G. Schomberger

1. The first part of the report is a general
description of the project and its objectives.
2. The second part is a detailed description of the
methodology used in the study.
3. The third part is a description of the results
of the study.
4. The fourth part is a discussion of the results
and their implications.
5. The fifth part is a conclusion and a list of
references.

STATUS OF 1964 SALES CAMPAIGN AS OF 2/21/64

County	Crops Sold This Week	Net Acres Sold	Crops Sold To Date	Net Acres To Date	Crops Canc. To Date	Acres Lost To Date	Crops Gained or Lost	Net Acres Gained Or Lost
<u>PIEHL'S DISTRICT</u>								
Barnes	3	1,150	79	16,580	96	4,686	-17	+11,894
*Cass	4	216	61	4,111	333	9,706	-272	-5,595
Dickey	0	0	51	4,254	121	2,448	-70	+1,806
Griggs	6	390	12	1,063	40	1,797	-28	-734
LaMoure	11	990	94	8,175	111	3,636	-17	+4,539
Ransom	7	426	47	3,349	63	1,631	-16	+1,718
Richland	0	0	160	7,613	184	9,236	-24	-1,623
Sargent	8	237	121	4,465	144	4,085	-23	+380
Steele	2	271	8	2,070	54	2,704	-46	-634
Stutsman	10	420	172	12,134	97	4,531	+75	+7,603
Trail	3	430	57	3,235	160	6,575	-103	-3,340
TOTALS	54	4,530	862	67,049	1,403	51,035	-541	+16,014
<u>THEXTON'S DISTRICT</u>								
Benson	1	32	5	445	80	3,951	-75	-3,506
Cavalier	0	0	40	3,038	49	3,059	-9	-21
*Eddy	20	1,782	50	4,876	21	744	+29	+4,132
Foster	6	491	35	3,426	46	625	-11	+2,801
Grand Forks	12	785	61	3,882	127	3,629	-66	+253
Nelson	9	465	19	1,280	53	2,569	-34	-1,289
Pembina	8	465	31	1,774	77	1,773	-46	+1
*Ramsey	1	40	48	6,176	98	4,985	-50	+1,191
Towner	No report		3	142	51	3,600	-48	-3,458
Walsh	7	459	48	2,483	98	2,314	-50	+169
TOTALS	64	4,519	340	27,522	700	27,249	-360	+273
<u>ALL DISTRICTS</u>								
Jorgensen	57	5,798	611	49,697	1,167	88,597	-556	-38,900
Markel	6	606	292	29,142	324	25,605	-32	+3,537
Olson	22	1,182	823	56,258	578	31,074	+245	+25,184
Piehl	54	4,530	862	67,049	1,403	51,035	-541	+16,014
Thexton	64	4,519	340	27,522	700	27,249	-360	+273
TOTALS	203	16,635	2,928	229,668	4,172	223,560	-1,244	+6,108

*Service Agent Counties

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County	Crops Sold This Week	Net Acres Acres	Crops Sold To Date	Net Acres To Date	Crops Canc. To Date	Acres Lost To Date	Crops Gained or Lost	Net Acres Gained or Lost
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JORGENSEN'S DISTRICT

Bottineau	5	285	27	1,260	104	7,748	-77	-6,488
Burke	No report		10	1,041	43	4,375	-33	-3,334
Divide	2	120	18	1,064	60	4,545	-42	-3,481
McHenry	5	425	115	8,900	128	6,307	-13	+2,593
McLean	6	900	70	6,113	147	11,586	-77	-5,473
Mountainail	19	1,950	157	11,548	61	4,926	+96	+6,622
Pierce	0	0	7	1,127	92	21,430	-85	-20,303
Renville	1	100	7	610	69	4,689	-62	-4,079
Rolette	5	548	51	4,089	90	4,781	-39	-692
Ward	12	1,350	126	13,075	212	12,659	-86	+416
Williams	2	120	23	870	161	5,551	-138	-4,681
TOTALS	57	5,798	611	49,697	1,167	88,597	-556	-38,900

MARKEL'S DISTRICT

*Adams	0	0	16	3,081	38	5,331	-22	-2,250
*Bowman	0	0	32	5,118	25	2,481	+7	+2,637
*Dunn	0	0	134	9,796	43	3,600	+91	+6,196
Golden Valley	0	0	11	1,325	15	1,387	-4	-62
Grant	1	35	23	1,017	26	1,765	-3	-748
*Hettinger	0	0	5	435	56	2,678	-51	-2,243
McKenzie	1	300	13	2,055	24	2,697	-11	-642
*Slope	1	65	24	3,776	5	788	+19	+2,988
*Stark	3	206	34	2,539	92	4,878	-58	-2,339
TOTALS	6	606	292	29,142	324	25,605	-32	+3,537

OLSON'S DISTRICT

Burlleigh	0	0	125	8,063	143	6,649	-18	+1,414
Emmons	8	508	121	8,637	23	1,081	+98	+7,556
Kidder	5	155	237	14,003	23	1,183	+214	+12,820
*Logan	1	140	172	12,188	35	2,084	+137	+10,104
McIntosh	1	50	34	3,209	25	795	+9	+2,414
Mercer	No report		13	1,188	8	337	+5	+851
*Morton	1	90	20	1,870	124	8,166	-104	-6,296
Oliver	0	0	35	2,449	33	1,273	+2	+1,176
Sheridan	6	239	25	1,494	84	4,840	-59	-3,346
*Sioux	0	0	1	88	11	629	-10	-541
Wells	0	0	40	3,069	69	4,037	-29	-968
TOTALS	22	1,182	823	56,258	578	31,074	+245	+25,184

WHAT FIELDMEN HAVE DONE AS OF 2/21/64

Fieldmen	Crops Sold For Week Service Co.	Agent Co.	Est. Prem. For Week	Net Acres Sold	Crops Sold To Date Service Co.	Agent Co.	Est. Prem. To Date	Net Acres To Date
Decker	Not working				52	0	\$13,902	6,180
Jurgens	No report received				1	0	233	106
Kemmet	27	0	2,847	1,739	57	69	13,073	7,297
Krebs	Not working				5	0	1,350	560
Kubischta	9	0	4,762	2,099	125	6	27,513	12,611
Naas	0	4	374	260	23	29	8,947	5,480
Heuer	4	0	418	335	18	0	3,545	2,170
Neff	Not working				19	107	14,009	7,797
Reis	0	6	479	238	159	50	25,659	14,310
Sparrow	24	0	3,164	1,892	98	8	20,118	11,886
Stoltz	2	0	1,002	750	60	3	15,149	7,059
Thorenson	Working for Agent				0	80	8,016	6,161
Twete	2	0	465	335	2	33	4,212	3,504
Van Ornum	7	0	428	367	37	0	3,353	1,875

Kemmet working in Logan, a service county had a real good week with 27 sales, \$2,847 in premium and 1,739 net acres.

Sparrow's week in Eddy County was very good with 24 sales, \$3,164 in premium and 1,892 acres.

Kubischta's 9 sales in Stark and Adams counties resulted in the top premium for the week of \$4,762 and also net acres with 2,099.

